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U. S. Department of Agriculture



CARNATIONS
FINE NEW ENGLAND STOCK
Offered by
The SIM CARNATION CO. INC.
SAUGUS, MASSACHUSETTS

FOREWORD

In these troubled and uncertain days, no one is sufficiently clairvoyant to predict with any degree of accuracy what the future holds in store for us. We may enjoy a long period of good business as a result of the defense boom. On the other hand, heavier taxation, increasing living costs or a let-down in defense work might have an opposite effect.

In either case, the carnation grower must be alert and prepared to meet stiff competition. As long as business remains good, competition will be plentiful and keen. If conditions become unfavorable, there will be a real struggle for every market, and florists throughout the country will be fighting for their very existence.

It is becoming increasingly important that every grower keep abreast of the times and employ proper business management. One vital phase of this business management is the growing of those varieties which because of their vigor, productiveness, quality and appeal will cause growing costs to decrease, will provide a larger income per square foot, and will enjoy public favor so that they will dominate any market. The grower with obsolete or worn-out varieties cannot hope to hold his own in the face of serious competition and increased business pressure.

Every carnation grower should make a careful inventory of the varieties he grows to determine wherein he can improve his stock and his chances of success. He should also study his costs in order to discover if it might not be cheaper for him to purchase clean, vigorous, well-rooted cuttings from a large, well-known and reputable firm specializing in this field rather than to attempt to propagate his own stock. The purchase of good carnation stock at this time should be regarded as an investment, not an expense. It is a necessity, not a luxury. It is insurance against failure.

To aid you in selecting good carnations, we have listed herein thirty-six commercial varieties which have been thoroughly tested by hundreds of growers, and which have proved to be the leaders in their respective color classes. Every variety will not do equally well with any one grower, but each of these thirty-six carnations has been grown successfully by enough growers to justify our recommending it to you. Our facilities are extensive. Our experience extends over three decades. Our desire to serve you honestly and efficiently is sincere.

WHITE VARIETIES

OLIVETTE. This fine carnation enjoyed a very heavy demand last season, and for the third successive year we were sold out by the time the propagating season was half over. The flowers are beautifully formed, with high, full centers shaped almost like a ball cut in two. The blooms are delicately scented and are of medium size. The long, narrow calyx almost never splits. Production is heavy. Stems are of medium length. The flowers are excellent keepers, and are pure white at all times. Is best when grown inside.

\$8.50 per 100 \$75.00 per 1000

WHITE PETER FISHER. We knew that this pure white sport of Peter Fisher would be well received, but we didn't anticipate the great demand which we experienced last season, and we regret that we were compelled to turn down many orders. The variety is exactly the same as Peter Fisher in every respect but color. The bloom resembles an improved flower of the variety Ivory, but the stems and foliage are much heavier. This is truly a profitable commercial variety.

\$8.50 per 100 \$75.00 per 1000

WHITE MAYTIME. A pure white sport of Maytime, exactly like the parent plant except for color. The blossom is a beautifully formed flower, with full center, slightly fringed petals, a spicy fragrance and a lovely rich white color. It is a very productive and profitable variety.

\$7.50 per 100 \$65.00 per 1000

SNOW WHITE. A very large, pure white carnation, measuring four inches and more in diameter. The flowers are fragrant and are symmetrical in form, having high, full centers. The plants are very large and bushy, stems are of medium length and production is high. Because of the very large, full flowers, some splitting occurs. The variety does best when grown inside and planted early.

\$7.50 per 100 \$65.00 per 1000

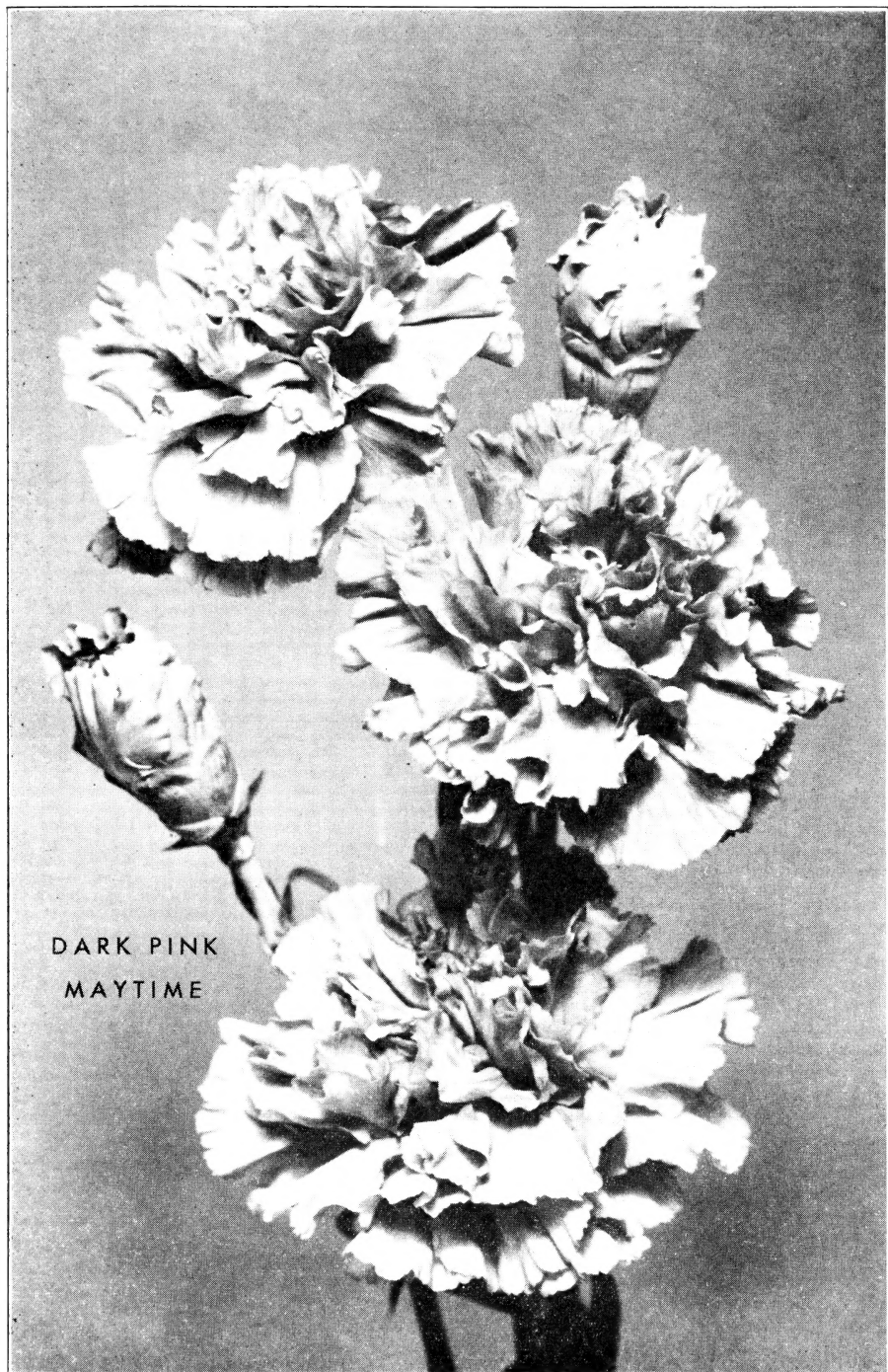
PURITAN. This is still one of the most popular of the white carnations. Production is heavy and uniform, the flowers are of good size and keep perfectly, the plants are large and bushy, the blooms are delightfully fragrant, and the variety is easy to grow and propagate. Splitting is very rare. The color is pure white and is uniform throughout the season. The stems are long.

\$5.00 per 100 \$45.00 per 1000

PATRICIAN. This variety seems to improve with age, and its flowers are in good demand. The blooms are large, of high quality, are produced in quantity, keep and ship well and are borne on long, stiff stems. The flowers are especially fine in the Spring. Plants are large and bushy. Some splitting occurs, but this is not serious. A slight flaking appears during the winter, but this enhances rather than detracts from the attractiveness of the flowers.

\$5.00 per 100 \$45.00 per 1000

Prices in this catalogue cancel all previous price lists.



DARK PINK
MAYTIME

LIGHT PINK VARIETIES

SEA SHELL. A large, well-formed, full-petaled seedling having a lovely and delicate shade of light shell pink. The color is lighter and softer than that of Virginia or Maytime. Stems are long and strong. The calyx does not split. Production is good. The plants are very large, bushy and clean. It is an easy variety to propagate and grow. The flowers keep well.

\$9.00 per 100 \$80.00 per 1000

HERMOSA. A large and beautifully formed seedling of a rich, vivid light pink shade. The color is much deeper and brighter than that of Virginia, but is considerably lighter than Ward. It is a charming carnation. The plants are vigorous and free, stems are long and the calyx is firm. Production is better than average, and the flowers keep perfectly. We do not hesitate to recommend this variety, especially for those who have difficulty with Virginia or Maytime.

\$8.50 per 100 \$75.00 per 1000

MAYTIME. A beautiful, rich shell pink with high, full centers, good size and attractively formed. The stem is long and stiff. The plants are erect, with no grassy growth, allowing of close planting. They grow very rapidly. The variety is unsurpassed in keeping quality. Production is very high. Some splitting occurs, but this is confined to definite brief periods, and if all splits were thrown away, the number of salable flowers would still exceed that produced by the average variety. The flowers maintain their size, color and keeping quality during hot spring weather better than any other variety in this color class.

\$7.00 per 100 \$60.00 per 1000

VIRGINIA. A favorite light pink variety which hardly needs description. The demand for it is as great today as when it first appeared on the market. The flowers are of Enchantress pink, are of medium size, have fringed petals, and are borne on stiff, straight stems of medium length. Production is good and is uniform throughout the season. The calyx never splits. The flowers are famed for their keeping qualities.

\$6.00 per 100 \$50.00 per 1000

RUTH HENGSTENBERG. Is slightly deeper and richer in color than Virginia and the flowers are larger and fuller. The plants are large and productive. The stems are long. The flowers keep well. For growers who experience difficulty with Virginia, this variety offers an excellent substitute. In fact, many growers prefer it to Virginia.

\$6.00 per 100 \$50.00 per 1000

GIANT LADDIE. A deep salmon pink sport of Laddie with larger flowers and more vigorous habits than the parent plant. It is a fair producer of show quality blooms, and is ideal for the discriminating grower with a select market or for the private estate. The flowers are gorgeous, are carried on long, stiff stems, and keep well.

\$9.00 per 100 \$80.00 per 1000

ELEANOR. A fine light salmon pink with symmetrical blooms of medium size having high, full centers. Stems are long, production is good, the calyx is firm, and the flowers are good keepers. The plants are very large, bushy and easy to grow.

\$6.00 per 100 \$50.00 per 1000

BERKSHIRE HILLS. A light salmon pink sport of Patrician. The color is slightly deeper than that of Eleanor. The plants are large and bushy like those of Patrician. The flowers are of medium size, and are carried on strong stems of medium length. The calyx is firm, and the flowers keep well.

\$6.00 per 100 \$50.00 per 1000

Orders placed early assure you of delivery when wanted.

MEDIUM AND DARK PINK VARIETIES

PINK TREASURE. (*Patented by Baur-Steinkamp & Co. Agreements must be signed.*)

This is a large, full flower of medium or rose pink. It resembles Patrician in form and substance, but has a longer stem and firmer calyx. While not as heavy a producer as Peter Fisher or Virginia Rose, the flowers are much larger. It is a good keeper and shipper, and is a popular shade. Plants are vigorous and clean.

\$20.00 per 100

\$150.00 per 1000

VIRGINIA ROSE or DARK PINK VIRGINIA. This, also, is a medium or rose pink, much lighter in color than Ward, but slightly deeper and more uniform than is the case with Pink Treasure or Peter Fisher. The lively rose pink blends well in any floral arrangement, and is more popular than the light pink of Virginia or the deeper Ward shades. Aside from color, the variety has the same characteristics as Virginia from which it sported. If Virginia does well with you, you cannot afford to be without Virginia Rose.

\$8.50 per 100

\$75.00 per 1000

PETER FISHER. The most prolific of the medium or rose pink varieties, and a very popular carnation. The flowers are of medium size, of good substance, and have deeply fringed petals. The stems are long and strong, the calyx does not split, and the flowers keep and ship to perfection. The plants are large and bushy, but run up quite tall. The plants are easy to propagate and grow, are vigorous and clean. The flowers are at their best during the Spring holidays when most pink varieties start to fade.

\$6.00 per 100

\$50.00 per 1000

ROSALIE. (*Patented by Baur-Steinkamp & Co. Agreements must be signed.*) This variety has done exceedingly well with us, and we consider it one of the best of today's dark pink carnations. The flowers are of medium size, of Ward color, and they are good keepers. The stem is long, and the calyx very seldom splits. The plants are bushy and clean. Production is good and is quite uniform throughout the season.

\$20.00 per 100

\$150.00 per 1000

DARK PINK MAYTIME. This is a deep pink sport of Maytime, and has the same characteristics as the parent variety. The bloom has the same delightful form as Maytime, but is slightly larger. Production is much higher than is the case with the average variety. Plants grow tall and erect, allowing of close planting. It is a very rapid growing variety. The keeping quality is outstanding. The first flowers are a medium pink, similar to those of Pink Treasure, but the blooms darken rapidly until they are about the color of Ward but having none of the bluish cast so common in dark pink varieties. This is one of the most popular colors and most profitable varieties we grow.

\$8.50 per 100

\$75.00 per 1000

DIRIGO. A fine dark pink variety similar to My Love in size, form and color. The flowers are of medium size and deeper in color than Dark Pink Maytime. The plants are large and bushy. Stems are long and strong. The calyx is firm and production is good. The flowers are good keepers and shippers.

\$7.50 per 100

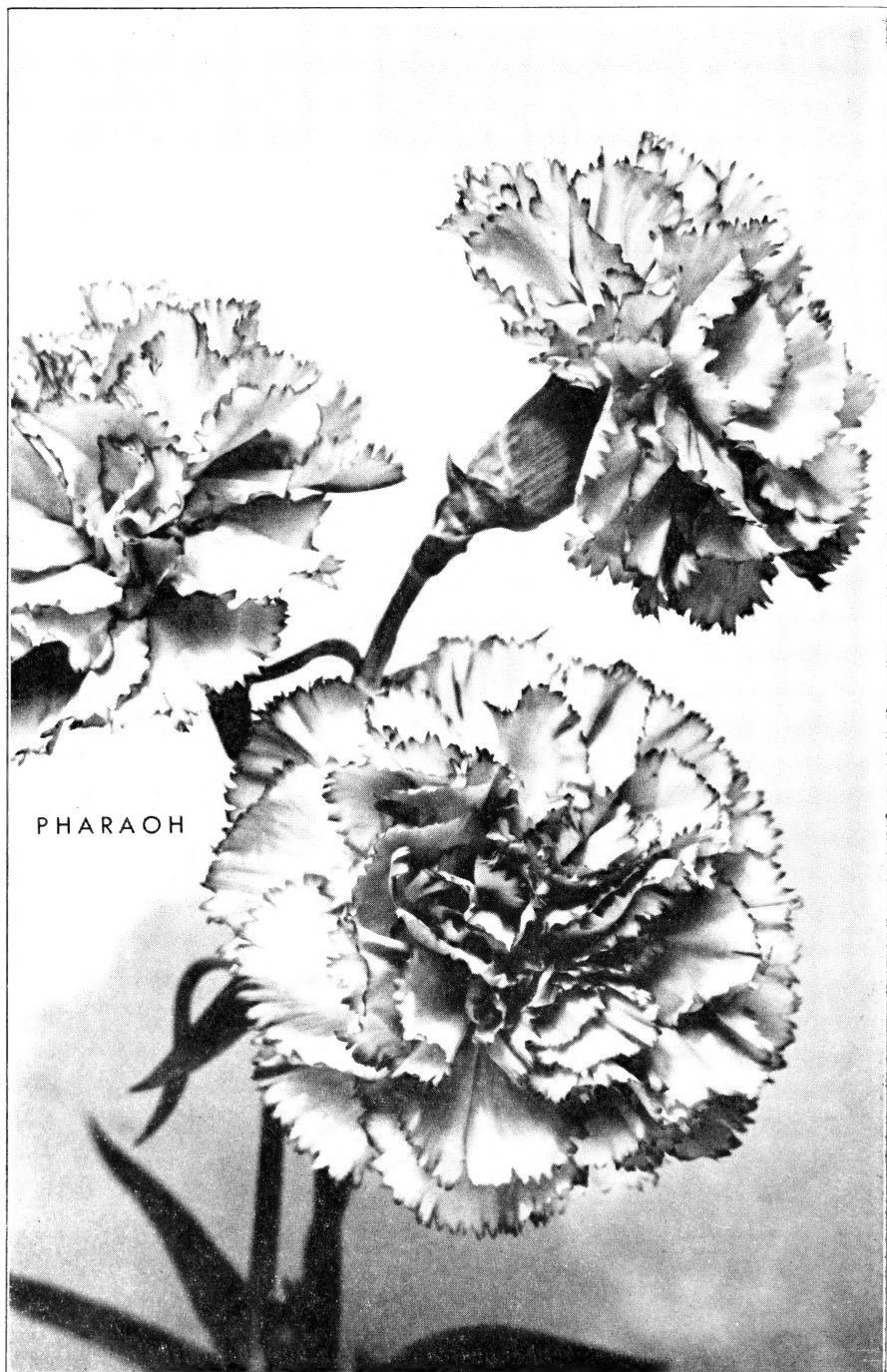
\$65.00 per 1000

NEW DEAL WARD. A selected and improved Boston Ward. The color is slightly deeper than that of Boston Ward, and the plants are more vigorous. Otherwise the characteristics are those of Ward. This is one of the most important of the dark pink varieties, and is the only Ward variety we now grow.

\$6.00 per 100

\$50.00 per 1000

Every cutting shipped is guaranteed. You must be satisfied.



RED VARIETIES

KING CARDINAL. (*Patented by Baur-Steinkamp & Co. Agreements must be signed.*)

This is still the loveliest shade of all of the red carnations, and the vivid scarlet flowers are in great demand. The flowers are medium to large, with almost smooth petals. While the blooms are not very full-centered, they are good keepers, especially during the winter months. The stems are long and strong, and splitting seldom occurs. The plants are large, bushy and vigorous. Production is good.

\$12.00 per 100

\$100.00 per 1000

BARBARA FARR. A scarlet sport of Spectrum Supreme. The flowers are a trifle lighter in color than those of the parent plant, although over much of the season it is difficult to tell them apart. Production is higher than with Spectrum, and there is less splitting. In other respects, the variety is the same as Spectrum Supreme. In the autumn and spring the flowers are to be preferred to those of King Cardinal because of their size and superior keeping quality. Altogether, this is a desirable and profitable variety.

\$7.00 per 100

\$60.00 per 1000

SPECTRUM SUPREME. This old favorite continues to be grown in large quantities. The color is deep scarlet, the flowers are of good size, production is heavy and the keeping quality is splendid. Stems are long, the plants are bushy and vigorous. Some splitting occurs.

\$6.00 per 100

\$50.00 per 1000

CRIMSON VARIETIES

SETH PARKER. (*Patented by Baur-Steinkamp & Co. Agreements must be signed.*)

A bright crimson variety with a reddish cast which shows to splendid advantage under artificial light. The blooms are larger than those of the other crimson varieties, they are full and well formed, and the petals are fringed. The plants are large, the stems are long and strong, and production is better than average. The calyx is firm, and keeping quality is good.

\$20.00 per 100

\$150.00 per 1000

BEUERLEIN'S CRIMSON. A new and outstanding crimson variety. The color and form are the same as Woburn, but the flowers are not quite as large. The variety is much earlier and freer than Woburn. The quality of the flowers is high, the calyx never splits, the stems are long, and the keeping quality is excellent. The plants are free and vigorous, and the variety is very prolific. This is perhaps the most profitable carnation in this color class.

\$12.00 per 100

\$100.00 per 1000

JOYCE. Another splendid new crimson, larger and more productive than Woburn. The petals are deeply fringed, and have a little more red than either Woburn or Beuerlein's Crimson, but not as much as Seth Parker. The stem is long and splitting is slight. The flowers keep well, and usually bring premium prices.

\$10.00 per 100

\$90.00 per 1000

WOBURN. For years this has been the model for carnations in this color class. Practically every flower is of top quality. The blooms are of good size, are full and well-formed, and they keep perfectly. There is never any splitting. Although the variety is slow in coming into flower, production is high when carnations command the highest prices. In spite of the introduction of several fine new crimson varieties, Woburn is still a valuable commercial carnation.

\$7.00 per 100

\$60.00 per 1000

Cheap plants and flowers produce cheap results.

JOHNSON'S CRIMSON. The color is the same as that of Woburn, but the variety is earlier and freer. The flowers are smaller than those of Woburn, but higher production somewhat offsets this. The plants are the bushiest of the crimson varieties, the stems are long and strong, and practically no splitting occurs.

\$6.00 per 100

\$50.00 per 1000

NOVELTY VARIETIES

PELARGONIUM. Most charming popular and profitable of the English varieties available at standard prices, and a distinctly outstanding carnation. The color is a white ground, overlaid on each petal with a crimson-maroon, creating a replica of the old Pelargonium. The bloom is large and of good substance. The plants are tall, the stem is good, and the calyx does not split. The variety is a fair producer, and the flowers will always command premium prices.

\$10.00 per 100

\$90.00 per 1000

IMPROVED DELICACY. Pure white petals with dark pink pencilings. The flower is symmetrical in form, is very full-petaled, and has a high, rounded center. The full, compact center gives the appearance of a solid pink center, creating a lovely effect. The plants are bushy and low, very vigorous and very free. The stem is of medium length and is strong and straight. The flowers are of medium size and are excellent keepers.

\$7.00 per 100

\$60.00 per 1000

PHARAOH. One of the most beautiful novelty carnations. The petals are a delicate shade of orange with a slightly pink tinting. The tips of each petal are fringed with red. There are no pencilings. The blooms are very large and full, nevertheless there is practically no splitting. The plants are very large and bushy with broad foliage and fine stiff stems. Production is above average, and the unique flowers will usually command premium prices.

\$7.00 per 100

\$60.00 per 1000

MAINE SUNSHINE. This is the only clear yellow which has proved to have any commercial value. The flowers are of good size and are of a clear sulphur yellow with no variegation at all. Stems are long, production is high, and the flowers are fine keepers. Splitting occurs, but is not serious.

\$7.00 per 100

\$60.00 per 1000

BARBARA BRIGHAM. A sport of Golden Wonder having flowers which are a beautiful light apricot with pink pencilings. The form, size and habits of growth are the same as those of Golden Wonder. It is a good producer and keeper. The flowers combine delightfully with other flowers in floral arrangements.

\$6.00 per 100

\$50.00 per 1000

GOLDEN WONDER. By far the best of the yellow variegated varieties. The color is sulphur yellow with deep pink pencilings. The blooms are large, full and beautifully formed. The petals are slightly fringed. Flowers are of medium size, and the stem is of medium length. Production is good, and the keeping quality fine. Splitting is slight.

\$6.00 per 100

\$50.00 per 1000

*Our prices are fair and as low as is consistent with careful selection,
skillful propagation and efficient service.*

NEW VARIETIES

For 1942-43

We expect to introduce next season at least two new carnations, but we are not prepared to describe them until further tests have been made. We wish to be as certain as possible that the varieties we offer will be really worthwhile and of commercial value.

The following four varieties have been introduced in a limited way, but because of restrictions or limited stock we cannot ship them until December of 1942. Orders are now being taken for delivery on and after DECEMBER 1942. As these are outstanding varieties and the demand for them will be great, we urge that you place your order as early as possible.

SCARLET KING

This is a sport of Pelargonium, but is a more satisfactory growing variety than Pelargonium, is freer and has a more outstanding color. The petals are a creamy white with centers of bright red. It is a beautiful carnation, even more appealing than Pelargonium. The flowers are of good size and substance, stems are long, the calyx firm, and the keeping quality excellent.

\$12.00 per 100

\$100.00 per 1000

MARCHIONESS OF HEADFORT

This is an English variety of the Pelargonium type, and is one of the most beautiful and impressive carnations ever introduced. The petals are a creamy white, melting into a ground color of rich, reddish orange. It is a good grower, a good producer, and has a pleasing fragrance. The flowers of Marchioness of Headfort and of Scarlet King are certain to command premium prices in any market at any time.

\$12.00 per 100

\$100.00 per 1000

GIANT PETER FISHER

This is a sport of Peter Fisher, is a little more vivid in color, and holds its color better than Peter Fisher. It has the same type of flower as Peter Fisher, but is very much larger. The plants have the same characteristics as the parent variety, and production is about the same. This is a more desirable variety than Peter Fisher because of its size, and will be a profitable variety because it is prolific and vigorous.

\$12.00 per 100

\$100.00 per 1000

JOHN BRIRY

This is a dark pink carnation of high quality. It is not as heavy a producer as some commercial varieties, but its long, strong stem and high quality cause it to bring premium prices. The plants are very large and bushy. The flowers keep perfectly. The color is similar to that of My Love.

\$10.00 per 100

\$90.00 per 1000

There is no purpose for which cut flowers can be used for which the carnation is not appropriate and pleasing.



40,000 CARNATION PLANTS — MOTHER'S DAY

In order to aid you in securing a house of flowering plants like the one above, every care is used in the selection and handling of the cuttings. Cuttings are taken from midway on the stems, and are selected from clean, vigorous plants. To supply your needs, over 40,000 plants are selected and grown for propagating purposes only.

Cuttings are carefully prepared, dipped in potassium permanganate and then placed in clean, sharp sand which has been sterilized. A new lot of sand is used for each batch of cuttings. While in the propagating house, cuttings are rooted cool and slow. Bottom heat and shade are employed only until roots have started. Cuttings are removed from the sand as soon as they are well-rooted. Every precaution is taken to prevent softening of the cuttings, and to insure stock that has been properly hardened off and which will produce satisfactory results. Only our most experienced employees do any of our propagating or packing, and every one of these skilled men has been performing this work for at least ten years. Our aim is to produce dependable carnation cuttings of high quality in sufficiently large quantities to fill any order and to provide efficient and economical service in this field.

Space does not permit our printing cultural suggestions in this booklet, but a leaflet containing such instructions will be included in every shipment of plants. The subject of insects and diseases is such an important one, however, that we have listed in this catalogue those of primary concern to carnation growers. We hope that this information will aid you in diagnosing and combating your troubles. We will be happy to answer your inquiries to the best of our ability.

TREATMENT OF INSECTS AND DISEASES

RED SPIDERS . . .

This is the worst insect pest with which carnation growers have to contend. There are scores of remedies, particularly sprays, many of which are worthless, and some of which are dangerous. By far the best method of control is by fumigation with naphthalene base compounds. *Liquid Fulex* is outstanding in this field. Control in the field, in mixed houses, or where only small areas are involved may be by spray or dust. It is preferable to spray as little as possible, for there are very few sprays which will not injure the plants if used frequently. Sprays and dusts kill by contact, and must be applied thoroughly. Rotenone sprays are generally safe and effective on carnations. Oily sprays should be avoided as these are likely to remove the bloom from the foliage. Syringing with a fine stream of water under pressure may be practiced when plants are small and on bright, warm days, but should never be done whenever any fungus or bacterial disease is present. Dusts have met with varying degrees of success, and must be used very carefully in hot weather in order to avoid damage.

APHIDS AND THRIPS . . .

These are comparatively minor problems, and are easily remedied, although thrips will continue to blow in from outside as long as ventilators are open. Nicotine in one form or another is the best cure. Nicotine fumigation every four or five days until the insects are cleaned up is the most effective means of control. Spraying with Paris Green and brown sugar is effective in the case of thrips, but this leaves the foliage dirty and sticky for months.

RHIZOCTONIA STEM ROT (*Rhizoctonia solani*)

Foliage becomes dull, losing green color; entire plant wilts suddenly. Stem near soil wet and soft; the shredded bark sloughing off from the slightest twist, exposing harder tissues beneath. Roots remain intact. Brown knots of fungus mold evident about decayed portion of stem and adhering soil. Is caused by a common mold fungus which inhabits most soil and soil-contaminated sand. *It is not carried in cuttings.* Ordinarily the mold is a harmless soil fungus, but under favorable conditions it becomes a serious disease. It thrives under excessively moist and warm conditions. Control is a matter of correct watering and airing, sanitation, shallow planting, soil sterilization and soil rotation. Acidity, alkalinity or fertility of soil within the limits of good plant growth are of no value in the control of the disease. Spraying is useless. Steam sterilization, or sterilization with tear gas, helps, but sterilized soil may easily become reinfected if plants are brought in from outside.

FUSARIUM BRANCH ROT (*Fusarium dianthi*)

Begins with the wilting of a single branch. Leaves are a dull green, then yellow and straw colored. The affected branch dries and shrivels. Infection at first is localized in the stem or branch near crotches or nodes. Injuries of one sort or another caused by careless handling, too rapid growth, topping, picking, etc., are essential for infection except where the disease has been carried with the cuttings. Upon cutting the branches lengthwise, the conductive tissue under the bark is seen to be yellowish or reddish brown extending *up and down following the sap channel.* If the branch is removed before the disease has progressed into the stem, the plant may possibly be saved. Later the brown color expands into the inner tissue of the stem and into the outer bark from the conductive tissue. When the stem is invaded, the branches on the infected side die, and ultimately the entire plant succumbs. The inside tissue of an invaded stem is dry and of a dull brown color, similar in appearance to dead timber. As the infection is usually aerial, soil sterilization is of little value, and there is no known spray which will prevent or cure it. Sterilizing benches, flats, soil and sand are sanitary

methods which are helpful, but do not expect to control Fusarium Branch Rot in this manner. Warm, moist conditions are favorable for the growth of the disease. Avoid excessive and overhead watering and injuries to plants. Provide plenty of air, and run houses cool. Discard those varieties that are particularly susceptible.

ALTERNARIA BLIGHT (*Alternaria dianthi*)

This disease is known as spot, blight or branch rot. Purple spots appear on leaves and flower parts, later browning and blighting the parts. Under moist conditions the blighted parts become overgrown with blackish or sooty masses of fungus. After benching, the fungus causes a prevalent branch rot centering at the nodes. Here the fungus causes dark colored spots or cankers which partially or completely girdle the branch. Ultimately the rot progresses deeper into the tissue, and the portion of the branch above wilts. The color of the invaded tissue is dark brown, almost black, and the color may extend from the bark to the wood. The discoloration extends *inward from the outside*, and does not follow the conductive tissue as does Fusarium. Infection takes place without the plant having first been injured, and almost always occurs in the field. Before branches wilt, the leaves are streaked or marked with whitish or light green areas. Certain varieties are more susceptible to the disease than others. Inside culture will usually eliminate Alternaria. Spraying with Bordeaux weekly from the time that plants go to the field until they are benched will form a chemical barrier between the plant and the fungus which is very effective. *Alternaria is not carried in the cuttings*, and any variety is likely to be attacked.

BACTERIAL LEAF SPOT (*Phytomonas Woodsii*)

This disease is so rare in many sections that growers are likely to confuse it with alternaria blight or fairy ring, and therein lies its greatest danger. It is a foliage disease caused by a bacteria or microbe which progresses from the lower leaves upward, attacking the stem and bud only in very severe cases. If not checked, the plant becomes defoliated and will die. In any case, the plants will be checked and production arrested. The disease occurs *only in the presence of injuries*, but spiders, thrips, aphids, etc., will provide sufficient injury for the bacteria to gain entrance. It is, therefore, of vital importance that plants be kept free of insects. The development of the disease is slow at temperatures of 60 degrees or less, and very rapid at higher temperatures. The trouble is first indicated by the presence of small, oval spots of pale brown color. These spots are usually sunken, and soon become yellow with a dark green or purple margin. These spots may include the entire breadth of the leaf, and where spots are numerous, they have a tendency to grow together. Several spots ultimately cause the death of the leaf, in which case the leaf turns a yellow straw color, withers and dies, the spots retaining a rusty brown color. Greenhouses should be kept cool, dry and well ventilated. There must be no overhead watering of any kind. Fortunately the disease may be cured or prevented by use of a spray consisting of 3 pounds of zinc sulfate, 1½ pounds alum, 4 pounds hydrated lime, and a good spreader to 50 gallons of water. Dusting with fine sulphur is a further precaution which may be taken.

RUST . . . (*Uromyces caryophyllinus*)

Sulphur is the most effective preventative and cure for rust. Use a fine dusting sulphur, and apply it with a good blower. Use it on young plants as soon as the first trace of rust appears, and apply on bright, warm, days. Sulphur may safely be used once a week or oftener. In light soils it may cause a slight acid reaction, but this is easily overcome. In the field where dusting is impractical, lime-sulphur may be sprayed. Bordeaux or other copper sprays have very little effect on rust. The disease is so easily prevented or cleaned up that there is no excuse for a grower permitting his plants to become damaged by it. Keep plants dry, provide plenty of air, and run houses cool.

TERMS

FOR CARNATIONS OR CHRYSANTHEMUMS

PRICES in this booklet are for the trade only. Prices to private estates and others outside the trade will be 20 per cent additional.

TWO HUNDRED FIFTY CUTTINGS, or more, of any one variety, are billed at the 1,000 rate. Fewer than 250 of one variety will be billed at the 100 rate.

SMALL ORDERS are welcomed, but prices on all orders for less than 50, of any one variety will be 20 per cent more than the cost per cutting at the 100 rate. No orders accepted for fewer than 25.

SPECIAL RATES may be obtained on orders for more than 2,000 cuttings.

DISCOUNTS. We allow a 5 per cent discount if cash accompanies the order. A discount of 2 per cent is allowed if payment is made within ten days of the date of shipment.

PAYMENTS must be made on the first of the month following the date of invoice unless special terms have been arranged.

CREDIT will gladly be extended to worthy greenhouse operators. If you require more than thirty days in which to make payment, arrangements should be made with us previous to shipment. Unless previous arrangements have been made, accounts will be placed for collection at the end of sixty days.

CLAIMS must be in writing to us **WITHIN 24 HOURS AFTER RECEIPT OF SHIPMENT**, or stock must be returned to us within that same period of time. We are not responsible for damage to stock in transit. If stock is frozen, crushed or otherwise damaged in transit, claim should be brought against the transportation company. If you think that our stock is not as it should be, let us know at once. Do not experiment with it and later advise us that it was not satisfactory. No claims will be entertained unless the stock is returned immediately, or unless complaints are mailed to us within 24 hours after the shipment has been received.

CARRIAGE AND PACKING. No charge is made for packing, but carriage charges are paid for by the purchaser in all cases. All prices are F. O. B. Saugus, Mass.

SHIPMENTS will be made by Railway Express except in the case of European orders or unless we are otherwise instructed. In most cases, this is the most economical and satisfactory method of shipping. If your express office is different than your postoffice, be sure to advise us.

FOREIGN ORDERS must be accompanied by cash with allowance for carriage charges and differences in exchange. Foreign orders should be paid for with International Money Orders or drafts on a U. S. bank. Differences in exchange and the cost of cashing foreign checks often amount to a considerable sum. If special permits are necessary, these should be secured and forwarded to us with the order. We have shipped plants successfully to all parts of the world, but very often delays and expense may be avoided by a word of advice from a purchaser regarding customs requirements, best routes, etc. The average cost for parcel post and insurance on orders going to Europe is about \$1.75 per 100 cuttings.

BEEBLE CERTIFICATES will be issued whenever they are requested. We are a Class 1 establishment, and are authorized to issue certificates. These will be issued only when requested **PREVIOUS TO SHIPMENT**. We are not allowed to mail them after shipment has been made.

NOTICES will be mailed you upon receipt of your order if we are unable to make immediate shipment. If we can fill your order within one week of its receipt, no notice will be sent you. Invoices are mailed the day that shipment is made, therefore no additional notice is necessary.

IMPORTANT. Address all communications, send orders and make checks payable to the **SIM CARNATION CO., INC.**, Saugus, Mass.

MEMBERS OF
New England Carnation Growers Association
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Florists Credit Association., Inc.
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NEW ENGLAND CARNATION GROWERS ASSN.

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